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Philip Morris USA**McLane Shipments**

**MCLANE SHIPMENTS WERE ABOVE NORM THIS WEEK.
SHIPMENTS TO THEIR RETAILERS WERE COMPARABLE FOR
THE PAST THREE WEEKS.**

TOTAL PM VOLUME MCLANE
(millions of cigarettes)

<u>Week Ending</u>	<u>PM Shipped To McLane</u>	<u>McLane Shipped To Retailers</u>	<u>Difference</u>
1/6/95	779.1	551.0	228.1
1/13	142.7	579.6	-436.9
1/20	332.7	573.6	-240.9
1/27	258.1	555.4	-297.3
2/3	490.6	552.9	-62.3
2/10	594.4	583.5	10.9
2/17	565.6	581.7 (e)	-16.1
2/24	618.5	603.1 (e)	15.4
 AVERAGE WEEK-YTD	 472.7	 572.6	 -99.9
YTD 1995	3,781.7	4,580.8	-799.1

All volumes through 10/21/94 exclude 24 Sam's Clubs in Michigan which purchased directly from PM. As of 10/28, these are included in McLane's Northeast Division.